

DATCHE
Expert Business Solutions

DBS One

FOR DISTRIBUTION & TRADING

THE PHILIPPINES' MOST ADVANCED ERP · FOR DISTRIBUTION & TRADING

Every customer. Every price. **Every peso.**

Buying, landed cost, repacking, pricing, credit, collections and the books — one Philippine-built system for a trading business. You can ask it anything about your business, and it is running in thirty days.

30

DAYS TO LIVE

Not a twelve-month migration

1978

SERVING PHILIPPINE BUSINESS

DATCHE, Cebu City

Unlimited

USERS INCLUDED

No charge per seat, ever

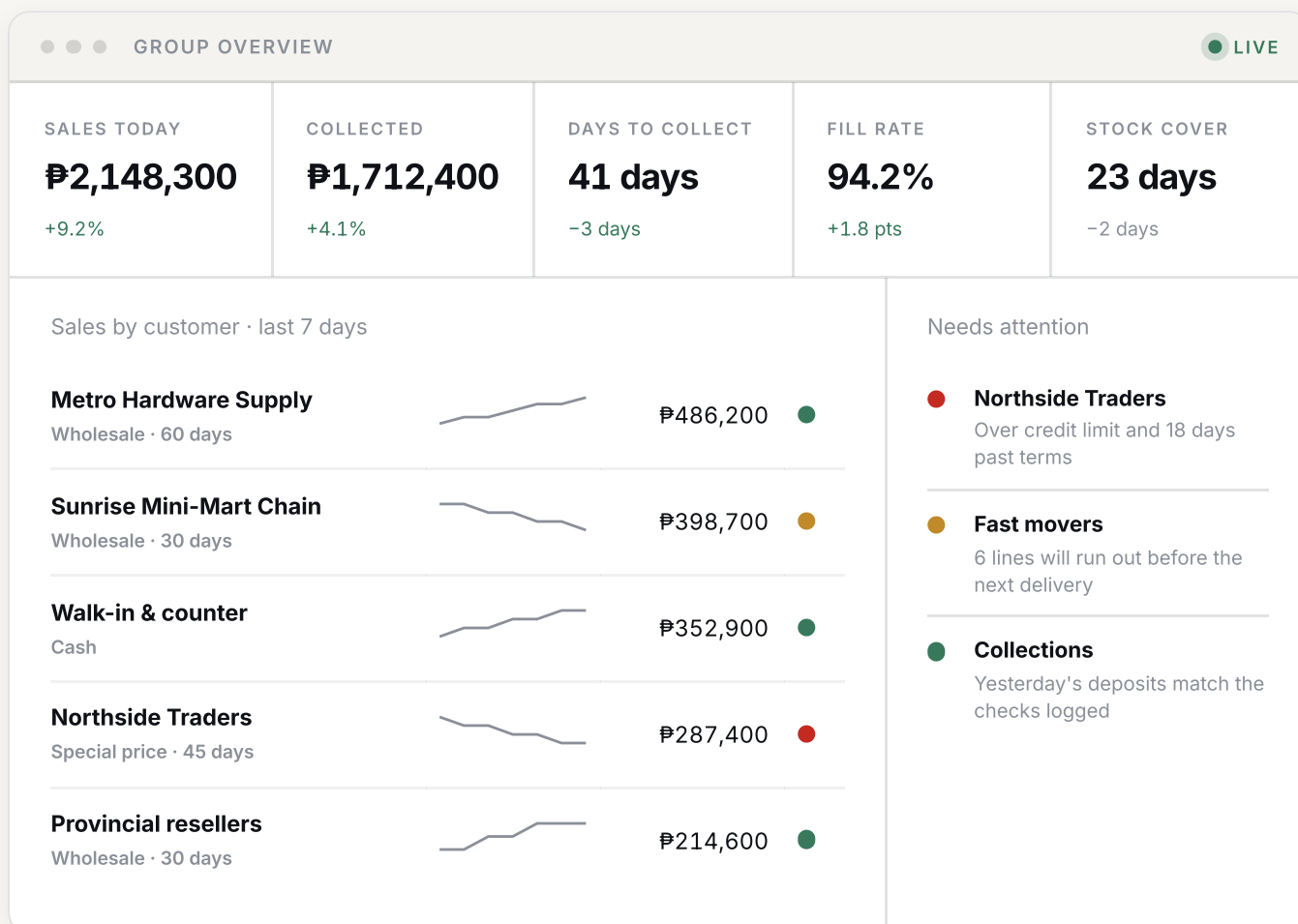
DATCHE
Expert Business Solutions

Keeping Philippine businesses running since 1978

You sell the same case
at three prices.

Which customer makes you money?

Cash, wholesale, special. Add a volume discount, a rebate you owe a supplier, freight you absorbed, and a customer who pays in sixty days on a good month. Most trading businesses know their gross margin and almost none know which accounts are actually worth serving — because the answer lives in four systems and one person's head.



Current, not compiled

The group as it stands right now — not a report somebody assembles for you on Thursday.

A trend, not a snapshot

Seven days behind every line, so a bad day looks different from a slide that started last month.

It tells you what needs you

Not a list of everything. The few things that changed, ranked, with the reason.

WHO BUILDS IT

A Philippine company, **since 1978.**

DATCHE has been serving Philippine businesses for forty-eight years. DBS One is what we built when we decided the software our clients were being sold did not understand how they actually trade.

1978

TRADING SINCE

Forty-eight years
in business

Cebu

WHERE WE ARE

Same city, same time zone,
same week

30

DAYS TO LIVE

And we put the date in
the contract

48

HOURS, AT MOST

To answer a ticket or
a request

- ✓ **We wrote every line.** No reseller, no offshore implementation partner, no third party to wait for when something needs changing.
- ✓ **We are a Philippine business too.** The same BIR, the same statutory payroll, the same suppliers who send a PDF at midnight.
- ✓ **We host it, we support it, we answer for it.** One company, one number to call.
- ✓ **Built here, not localized here.** Philippine tax and trade are the shape of the system, not a module added at the end.
- ✓ **Still trading after forty-eight years** because we are not in the business of leaving clients halfway through.
- ✓ **Our own business runs on it.** We would not sell you something we were not prepared to use ourselves.

1

You call

One number, one
company, no ticket
triage

2

We answer

Within 24 to 48
hours, every time

3

We build

Included in
maintenance, not
quoted separately

4

You review

Nothing ships to
you without your
sign-off

5

It stays fixed

Because the
people who wrote
it are the people
who maintain it

That is the whole support model. There is no tier above it to escalate to.

Nothing is outsourced

The people who designed this, wrote it and answer the phone about it sit in one office in Cebu. There is no partner network and no offshore team.

We were here before the software

DATCHE spent decades selling and servicing business systems for Philippine companies. We learned what it costs a business when the system is wrong before we built one.

You can come and see us

M. Velez Street, Guadalupe, Cebu City. Walk in, meet the people who would run your implementation, and decide whether you believe them.

Everything the business runs on, **under one license.**

Most companies end up with a point of sale here, an accounting package there, payroll in a third place and a spreadsheet holding it together. Every time a number is copied across it can go wrong. This is one system, one database, one set of numbers.

FINANCE

General Ledger

Multi-entity double-entry, consolidation, eliminations, intercompany

Cost Allocation Engine **ADVANCED**

Share warehouse, fleet and head-office cost across the branches they serve

Tax & BIR Compliance **ADVANCED**

Books of accounts, VAT, SLSP, 2307, withholding, CAS registration pack

Receivables & Payables

Aging, collections, supplier payments, credit and debit notes

Cash & Banking

Bank statements, reconciliation, petty cash, check printing

Fixed Assets

Registers, depreciation runs, disposals, revaluation

Budgeting & Planning

Budget against actual, variance, rolling re-forecast

SUPPLY CHAIN

Inventory Control

FIFO cost layers, batch and expiry, multi-site, cycle counts

Procurement

Requisition to PO to receipt, three-way match, landed cost

Supplier Management

Price agreements, contracts, scorecards, lead times

Warehouse & Transfers

Inter-branch movement, replenishment, put-away, picking

Demand Intelligence **ADVANCED**

Machine-learned forecasting, reorder points, days of cover

Traceability & Recall

Batch to customer to delivery, both directions, in seconds

TRADING

Price Levels & Contracts **ADVANCED**

Cash, wholesale, special and per-customer price lists

Credit Control **ADVANCED**

Limits and terms enforced at order entry, not after the fact

Collections & PDC **ADVANCED**

Check register, collection runs, deposits matched daily

Route & Van Sales

Load out, sell from the truck, settle at the end of the day

Rebates & Supplier Claims

What you are owed, tracked until it arrives

Everything that **watches over it.**

REVENUE

Sales Order Management

Quotes, orders, backorders, allocation and drop-ship, from any channel

Line Profitability

What each line truly earns after discount, freight and credit

Customer Service Desk

Claims, returns and credit notes, grouped and tied to the delivery

Customer & CRM

Price agreements, call cycles, credit standing and buying history

PEOPLE

Payroll

SSS, PhilHealth, Pag-IBIG, withholding, 13th month, final pay

HRIS

201 files, contracts, movements, leave, discipline, clearance

Time & Attendance

ADVANCED

Live from your biometric readers — no exports, no sheets

Workforce Analytics

Labor against volume by hour and branch, lateness and patterns

INTELLIGENCE

DATCHE AI

ADVANCED

Powered by Claude Opus 5 — answers, reports and training, from your data

Document Intelligence

ADVANCED

Reads invoices, delivery receipts, bank statements and payroll registers

Integration Hub

Any POS, bank, payroll, marketplace or device — API, file or database

Reporting & Analytics

154 reports, each opening the rows behind it, all exportable

GOVERNANCE

Approval Workflow

Routing by amount, type and site — a rule you change yourselves

Audit & Controls

Append-only trail enforced by the database, not by policy

Access Control

Down to the action, with row-level security underneath

154

REPORTS

Each opens its source rows

168

AI SKILLS

Scoped to each person's access

30+

MODULES

Turn on only what you use

Unlimited

USERS

Every module, every person

Four prices for one case, and a floor nobody crosses.

Cash over the counter, wholesale on terms, a special price for volume, a contract rate for a national account. Every one of them defensible — as long as somebody can see the margin underneath at the moment the order is taken.



- ✓ **A price list per customer**, not per salesman's memory. The right price appears when the account is chosen.
- ✓ **Quantity breaks and promo periods** that start and end on their own, so a launch price does not quietly become the standard one.
- ✓ **Mass price updates** by supplier, category or brand — and a preview of the margin before you commit.
- ✓ **A margin floor the system enforces.** A discount that would breach it needs an approval, recorded against the person who gave it.
- ✓ **Rebates and supplier support** tracked as money you are owed, not remembered at year end.
- ✓ **Profit per customer** after every discount, rebate and delivery — the number that decides who is worth serving.

A price nobody can argue with

Every rate is dated and attributed. When a customer says they were promised something, the record says who promised it, and when.

Quotes that become orders

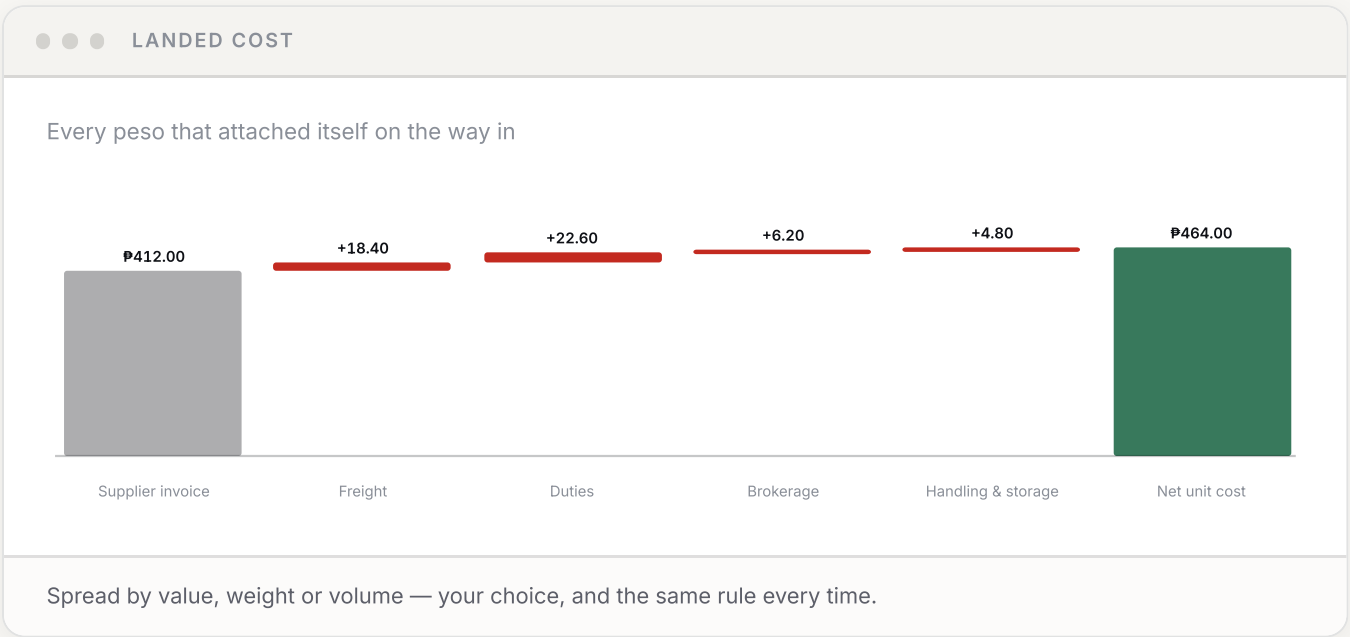
The quotation carries the same prices, the same breaks and the same floor, so nothing changes between agreeing and invoicing.

Margin at the moment of the decision

The salesman sees what the line earns while the customer is still on the phone — the only moment the answer is any use.

What the case **actually** cost you.

The supplier's invoice is the beginning of the cost, not the end of it. Freight, duties, brokerage and handling all attach on the way in — and if they are not absorbed into the unit, every margin you report afterwards is optimistic.



Absorbed, not estimated

Spread by value, weight or volume across the shipment — so the cost lands on the items that caused it.

Break bulk and repack

Buy by the container, sell by the case, the pack or the piece. Conversions are defined once and the cost follows them down.

Bundles and kits

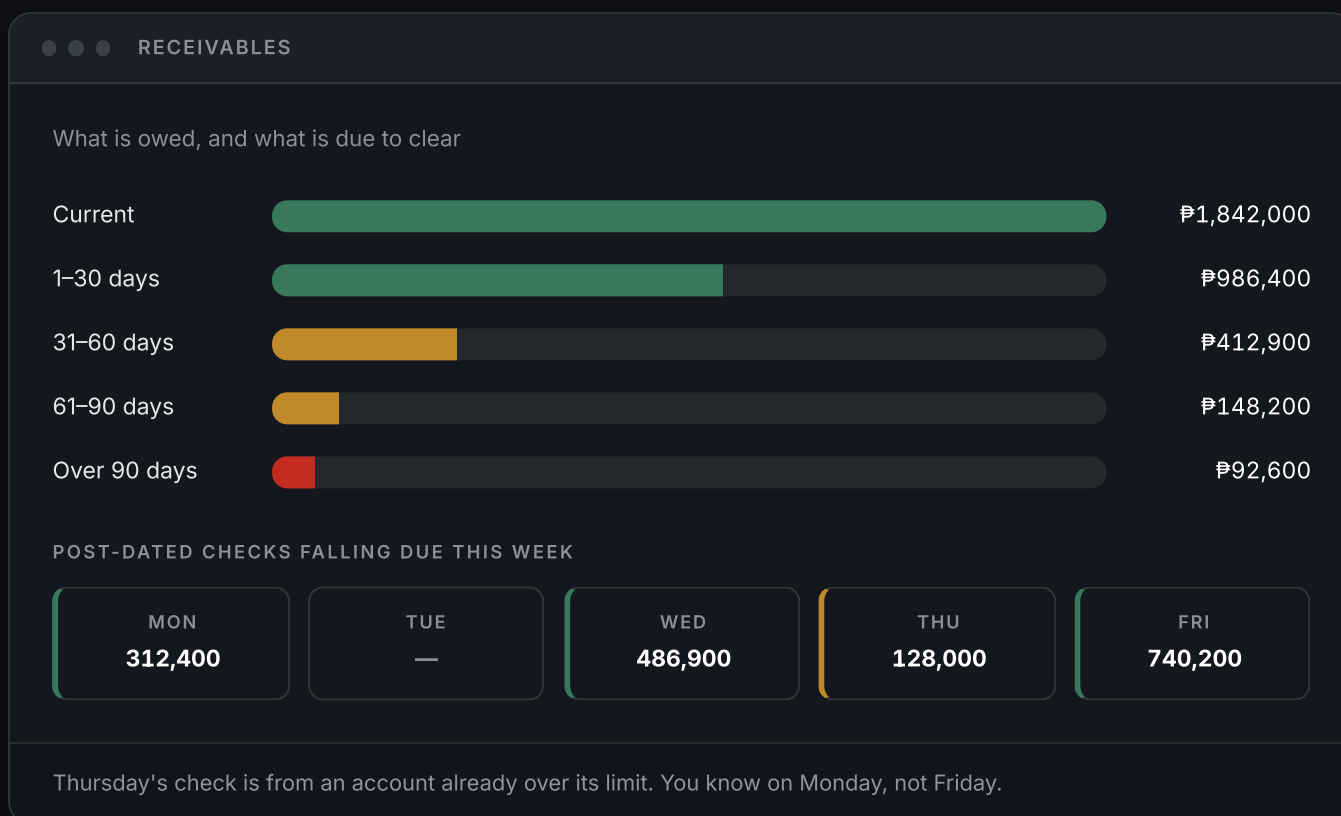
Build a promo pack from four lines, sell it as one, and still see what each component contributed.

**BARCODES AND
SHELF TAGS**

Print item barcodes and shelf-edge labels from the same record that holds the price and the cost. Scan to receive, scan to release, scan to count — the quantity on the screen and the quantity on the floor are counted the same way.

The sale is not finished **until the money arrives.**

A trading business can grow itself into trouble one generous term at a time. The limit, the terms and the check that has not cleared yet all belong in the same place as the order.



- ✓ **Limits and terms enforced at order entry.** An account over its limit stops there, not at the delivery door — and a supervisor can release it on the record.
- ✓ **A check register that is actually a plan.** Post-dated checks by date, by bank, by customer, so you know what clears this week and what will not.
- ✓ **Collection runs by route,** with the collector, the receipt and the deposit reconciled the same day.
- ✓ **Statements a customer cannot argue with,** because every line opens the invoice and the delivery receipt behind it.
- ✓ **Commission on collection,** not just on sales — so the salesman who books a bad account does not get paid for it twice.
- ✓ **Aging by salesman, by route and by branch,** because the pattern is never spread evenly.

The books, kept **the way they are meant to be kept.**

A proper double-entry system, not a sales tool with a ledger bolted on. Everything that moves money posts a journal, and every figure on every screen opens the entries it came from.

- ✓ **Nothing is ever deleted.** Documents are voided, reversed or superseded. The audit trail is append-only and the database itself refuses anything else.
- ✓ **Both sides of every check are independent.** Control accounts reconcile to sub-ledgers from separate sources, so the comparison actually means something.
- ✓ **Approved documents freeze.** An amendment creates a revision; the original stays exactly as approved.
- ✓ **Approval routing is data.** ₱20,000 to one person, above that to two more — a rule you change yourselves.
- ✓ **Rates and prices are effective-dated.** A March invoice still computes at March's rate, whatever changed since.
- ✓ **A period closes on a checklist,** not a button. An override needs a written reason, recorded against the person permanently.
- ✓ **Money is exact** to four decimal places — never a floating-point number that drifts.
- ✓ **Multi-entity and consolidation** built in, with intercompany balances, eliminations and unrealized profit on internal transfers.

1

A figure

On any report, on any screen

2

Opens its rows

The posted entries that make it up

3

Opens the entry

Both sides, the account and the date

4

Opens the document

The invoice, receipt or payslip behind it

5

Opens the original

The image it was read from, if it came in on paper

Five clicks from a number on a dashboard to the piece of paper it started as.

A close, not a reconstruction

The checklist runs all month, so closing is a review of work already done rather than a fortnight of chasing what was never posted.

Your auditor gets a file

Trial balance, sub-ledgers, the journal and the documents behind them, exported as one pack. Nobody spends a week assembling it as a favour.

Consolidation without a spreadsheet

Group figures with intercompany taken out, produced by the system. The eliminations are entries you can open, not a workbook somebody maintains.

Profit by customer, **once the warehouse is paid for.**

Your warehouse, your delivery fleet and your head office cost real money and sell nothing. Share that cost across the customers and branches they actually serve, and see what each account is really worth.

₱659,652.39

SWEPT OUT

From the warehouse, the fleet and head office

₱659,652.39

CARRIED IN

Every peso landed somewhere

₱0.00

DIFFERENCE

Proved on screen, to the centavo

- ✓ **No journal is posted.** Trial balance, VAT return and books of accounts are untouched. The statutory numbers your accountant files do not move.
- ✓ **Change the basis yourselves.** Share by revenue, cases delivered, drops on the route, floor area or an equal split. Every figure restates instantly — no re-posting, no call to us.
- ✓ **Rules are effective-dated.** Change policy going forward and last year stays exactly as reported.
- ✓ **It shows its working.** Every peso traced to the rule that moved it and the share it moved on — the page an auditor asks for.
- ✓ **It tells you what it cannot explain.** Shared cost that no rule reaches is flagged with its amount, instead of being absorbed into somebody's margin.
- ✓ **It refuses to guess.** Choose a basis the business has not measured and it names the customers it cannot measure, rather than silently giving them zero.

REPORTING ONLY

Management reporting can be restated, re-based or switched off without a single reversing entry. That distinction is exactly what an external auditor is checking for.

Run it for any period

Year to date, a single month, a quarter for the board. The same rules, applied to whatever window you ask for.

Two views, side by side

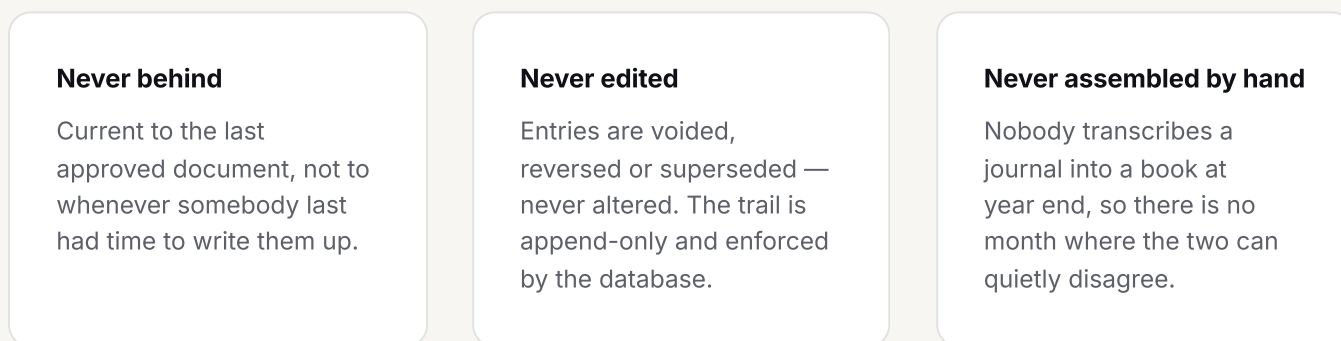
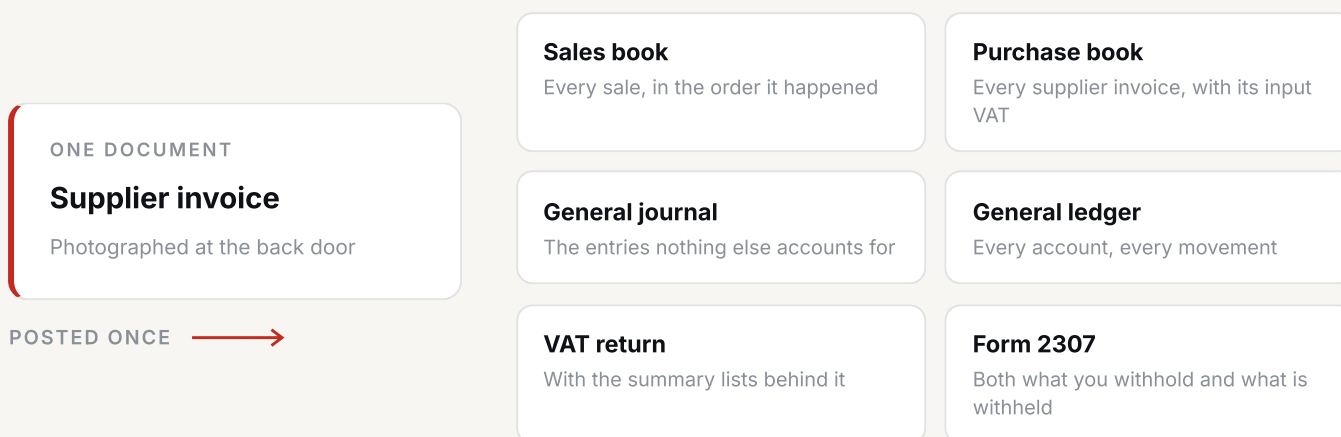
As posted, which ties to the trial balance. And after sharing, which tells you where the money actually went.

A policy, not a project

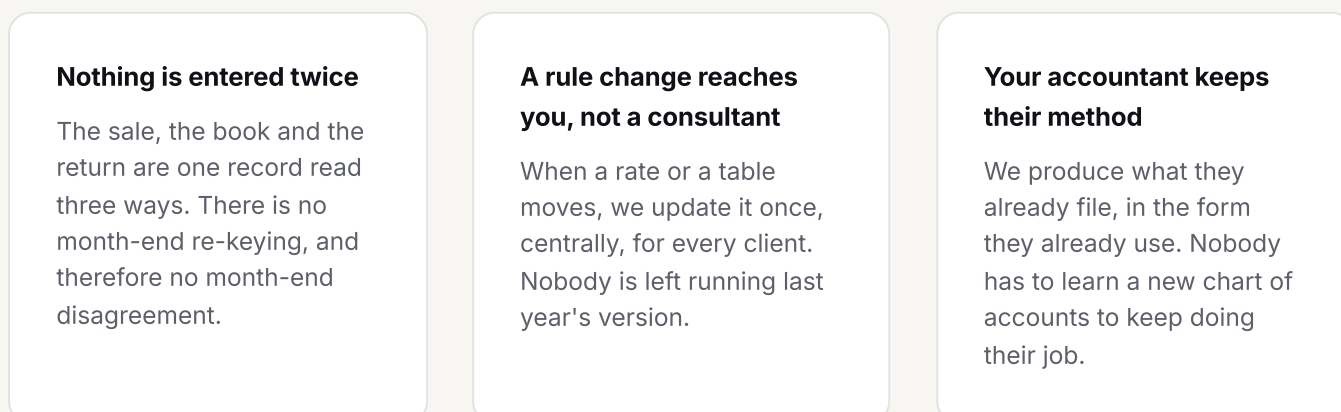
Changing how cost is shared takes a minute and needs nobody from our side. It was always meant to be yours.

Post it once. **It lands in all six books.**

The statutory books are not a report you run at year end. Every document posts into each one the moment it is approved, so the books are never behind and never assembled in a hurry.



- ✓ **The books of accounts** as files you can hand over — general journal, general ledger, sales, purchase, cash receipts and cash disbursements.
- ✓ **VAT**, with the summary lists of sales and purchases and an exceptions report that finds the rows that will bounce before you file.
- ✓ **Statutory payroll** on current SSS, PhilHealth, Pag-IBIG and withholding tables, held centrally so a revision reaches you the day it lands.



Everything your accountant files, **produced from the sales themselves.**

Philippine tax is the shape of the whole ledger here, not a module added at the end.

For your accountant

The six books as files, the VAT return with its summary lists, the 2307s, and an audit trail that cannot be edited.

For your auditor

Every figure traceable to a posted entry and a source document, control accounts reconciled from independent sources, and a permanent record of every approval.

For the BIR

The registration pack a computerised accounting system needs — system flow, data dictionary, audit-trail design and sample reports. We prepare it; you file it.

Already built for what comes next

Electronic invoicing is coming to Philippine business, and the companies that will find it easy are the ones whose sales already live in a structured, auditable system. Yours will — there is nothing to buy or bolt on when it arrives.

Your accountant keeps working

The chart is yours, the books are the ones they already keep, and the outputs are the forms they already file. Nobody has to learn a new way of thinking.

6

BOOKS OF ACCOUNTS

Each one a file you can hand over

100%

TRACEABLE

Every figure to its posted entry

0

ENTRIES EDITABLE

Voided, reversed or superseded only

One source, every form

The same posted entries produce the book, the summary list and the return. They cannot disagree, because there is only one of them.

Reconciled before it is filed

The return ties back to the ledger and any difference is shown on screen. You find out before you sign, not afterwards.

Kept exactly as filed

Every closed period stays as it was, with the entries behind it. A question three years from now has an answer, not a reconstruction.

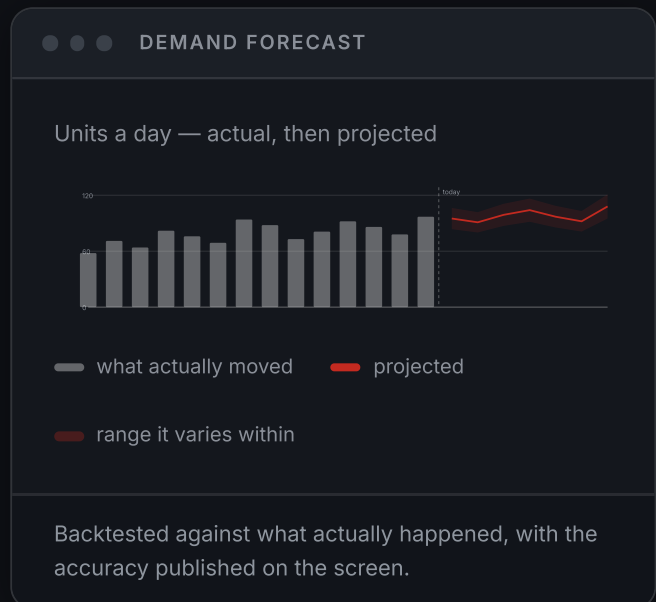
Never guess **what to order again.**

Ordering is usually done from memory. Somebody walks the stock, remembers last month and writes a number. That number is why you have too much of one thing and none of another on the same day.

The same family of model the world's largest retailers forecast with

Gradient-boosted decision trees — the approach that wins demand-forecasting competitions and runs behind the shelves at retailers the size of Walmart. Not a moving average with a dashboard on it.

Trained on **your** history, line by line and location by location: how fast each thing actually moves, which days differ, what the season does, and what happens when you run a promotion.



Per line, per location

Not one number for the whole business — a forecast for every item, everywhere you hold it.

Retrained daily

It learns from yesterday, every day, without anybody maintaining it.

Accuracy published

Measured against what really happened, and shown on the screen.

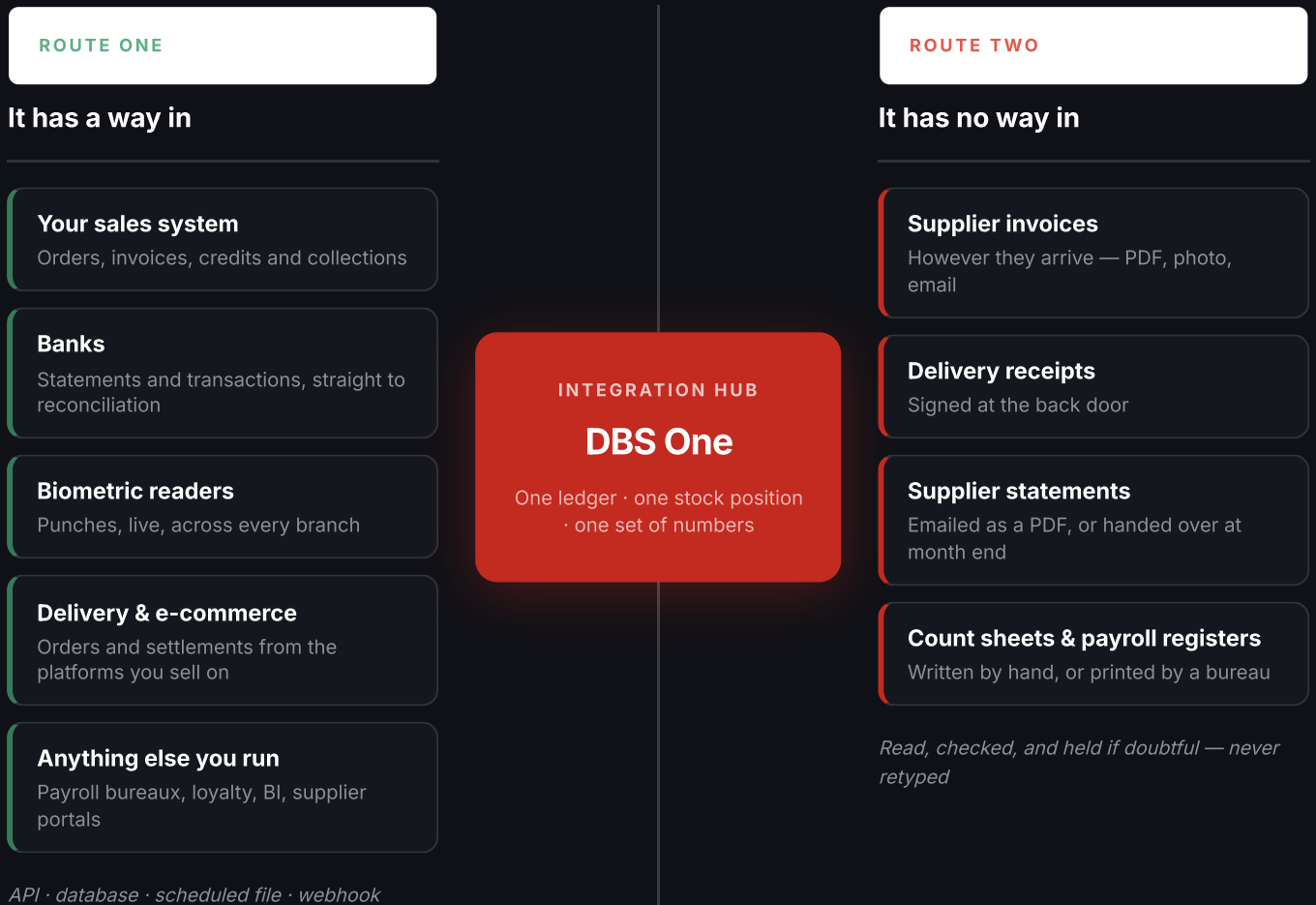
One step to a PO

Priced at the rates you have already agreed with the supplier.

- ✓ **It tells you the date, not just the quantity.** Days of cover left, the reorder point, and the last day you can order and still have it arrive in time.
- ✓ **Move stock instead of buying it.** It spots what one location is sitting on and another is short of, and proposes the transfer first.
- ✓ **The buyer stays in charge.** Every suggestion can be overridden, the reason recorded, and the system learns which lines they always change.
- ✓ **Nobody has to be the expert.** A new supervisor orders as well as your best one, in their first week.

We connect to anything. And if it will not connect, we read the paper.

This is the question that stalls most ERP projects, and the one we do not lose.
There are only two possibilities, and we cover both.



WHY IT MATTERS

Every other vendor's answer ends at "does it have an API?" When it does not, the work lands back on your staff and stays there. **No part of your business has to stay manual.**

You keep trading

Nothing is switched off while we connect. Your orders keep going out through the whole changeover.

We build it, not you

No integration project on your side, no developer to hire, no middleware license. It is part of the implementation fee.

It stays working

When a supplier changes an invoice layout or a bank changes a format, fixing it is maintenance — not a new quotation.

The only ERP in the Philippines that reads your paper.

Think about who in your business still retypes. The clerk keying supplier invoices. The supervisor copying POS readings into a sheet. The bookkeeper entering a delivery receipt twice. That is where the hours go, and where the errors are born.

01 It reads

Invoices, delivery receipts, POS readings, payroll registers and count sheets become structured business data — photographed, scanned or emailed in.

02 It checks itself

Two independent readings must agree before a figure is accepted. Totals, VAT and TINs are reconciled against what the document says it adds up to.

03 A person decides

Approval stays disabled until a human confirms anything doubtful. The AI reads; people decide.

04 It improves every week

Every correction improves the template for that supplier's layout, shared across every branch using it.

SUPPLIER INVOICE

Read from the original

Danao Meats & Provisions

Pork belly, 40 kg	18,600.00
Chicken thigh, 60 kg	8,400.00
VAT 12%	3,741.60

Total **₱34,921.60**

READ & CHECKED

Two readings agreed · TIN and total reconciled

The paper against the books

A tie-out report matching captured documents to what was actually posted, so nothing arrives and quietly goes missing.

Recognition, measured

It reports its own classification and extraction accuracy rather than asking you to take it on trust.

No migration project

Your suppliers do not change how they invoice you. Bring one day of your own paper and watch it go in.

The first AI of its kind in a Philippine ERP.

Not a chatbot bolted to a help page. An assistant wired into your ledger, inventory and payroll that does the work, in plain English, and shows the rows it used.



DATCHE AI

POWERED BY CLAUDE OPUS 5

Ask anything about the business...



Customer P&L ready

412 customers · reconciled to the centavo



Order proposed

64 lines · ₱1,284,300 at contract prices



Invoice read

Danao Trading · ₱234,921.60



9 lines below reorder

Mandaue DC · order by Thursday

It answers

Ask in plain English and get the figure, how it got there, and the records it came from. No report writer, no consultant, no waiting for someone to run it.

It acts

Draft the purchase order, prepare the report, raise the ticket, propose the setting change — then hand it to a person to approve.

It teaches

Every screen, every step, every permission. A new supervisor asks it how, and is productive on their first shift instead of their third week.

One hundred and sixty-eight skills, in four families

Find

Any figure, on any day, at any level — with the rows it came from attached to the answer.

Compare

This month against last, this branch against the group, this week against the same week last year.

Produce

Build the report, schedule it, and send it as a file to the people who need to read it.

Act

Draft the order, raise the ticket, propose the setting — then wait for a person to approve it.

It cannot make a number up. **That is the point.**

An assistant that invents a plausible figure is worse than no assistant at all.

This one is built so that it cannot.

- ✓ **Every figure comes from your records.** A view or a function produces it — never the model's own arithmetic — and the answer carries the query and the row count behind it.
- ✓ **It sees exactly what you see.** Every question runs with the asking person's permissions.
- ✓ **It proposes; a person approves.** It can draft a change or raise a ticket, but nothing applies until somebody with the authority says so.
- ✓ **It says "I don't have that"** rather than guessing, and every question and answer is logged.

"Which customers actually make money after freight and credit?"

Four hundred and twelve customers are trading. Cebu Superstores earns most after carrying delivery and terms, at 18.4 per cent; Northline Retail least, at -3.1 per cent. Sixty-one customers look profitable on gross margin and lose money once the truck and the credit are paid for.

BUILT FROM 412 ROWS YOU ARE ALLOWED TO SEE

Profit by customer after delivery and credit · no figure calculated by the model

What people ask it on an ordinary Tuesday

"Which customers are past their terms?"

"What should I order this week?"

"Are we selling anything below cost?"

"Which accounts are worth the delivery run?"

"Who has checks falling due on Friday?"

"Send me the aging by salesman as a file."

Everyone gets one

Not a license for the three people at head office. Every user has it, scoped to what they are allowed to see.

It works on a phone

Because the person who needs the answer is usually standing in a warehouse, not sitting at a desk.

It gets better as you grow

More history means sharper answers. Nothing to retrain, nothing to configure, no data team to hire.

What the assistant is **actually** worth.

Every vendor will tell you they have AI this year. Ask what it is wired into. Most of them have a chatbot reading a help page. This one reads your ledger, your stock and your payroll, and it is the difference between a report you wait for and an answer.

The analyst you do not hire

A group this size normally carries one or two people whose whole job is producing management reports. That is ₱600,000 to ₱1.2M a year in salary, and they are still a day behind.

The report you do not wait for

A new report used to be a request, a quotation and two days of somebody's time. Now anybody who is allowed to see the data asks for it in English and has it in seconds.

The training you do not run

New supervisors ask the system how, instead of pulling your best person off the floor. Onboarding goes from weeks to days, at every branch, every time somebody joins.

The keying you do not do

A clerk keying supplier invoices full time costs ₱180,000 to ₱250,000 a year, per site — and still makes mistakes at four in the afternoon. The system reads the paper instead.

The month you do not lose

Knowing on the second what you used to know on the fifteenth gives you thirteen extra days to act, twelve times a year. That is the whole argument for an ERP, and it is the part most of them fail.

The questions nobody asked before

When an answer costs nothing, people ask. Branch managers start checking their own margin daily instead of finding out at the close.

WHY OURS IS DIFFERENT

It is **built into the system, not bolted onto it**. It runs with the asking person's own permissions, every figure comes from your records with the rows attached, and it can act — draft the order, prepare the report, raise the ticket — then hand it to a person to approve. **Powered by Claude Opus 5, the most capable model available, kept current by us.** No other ERP sold in the Philippines has this.

Statutory payroll — and a clock that reads itself.

Labor is one of the largest lines in the business and the one that moves weekly. It is computed here, from attendance that arrives on its own.

Time & Attendance

Live from your biometric readers. Punches arrive continuously, across every location — no USB exports, no emailed sheets, no supervisor retyping a log at month end.

Payroll

SSS, PhilHealth, Pag-IBIG and withholding on current schedules. Overtime, night differential, rest day and holiday computed from actual attendance under DOLE rules. 13th month and final pay with the computation shown.

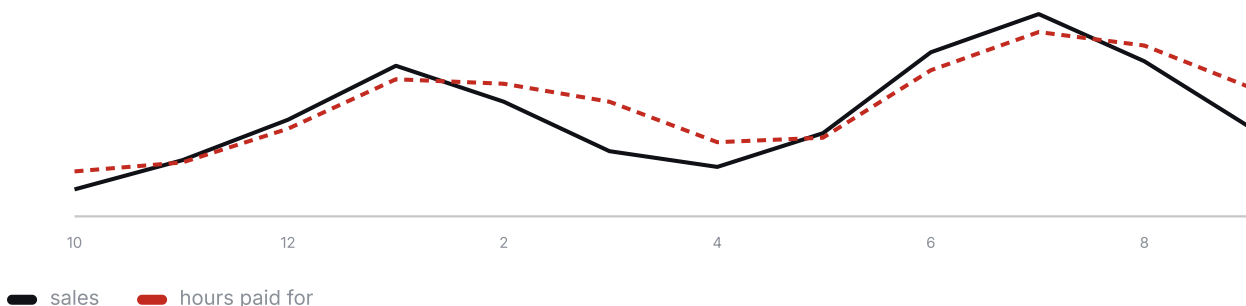
HRIS

201 files, contracts, movements, leave balances, discipline and clearance — one record per person, from hire to final pay.

- ✓ **Staff who move between locations** are paid by where they actually worked, not where they are listed.
- ✓ **Statutory tables are central.** When a schedule is revised, every client is correct the same day.
- ✓ **Two sources, reconciled.** Biometric punches and the roster are compared, so an unread finger is a flagged exception rather than an unpaid day.
- ✓ **Labor against sales, by hour.** See the hours where you paid for cover you did not need.
- ✓ **Lateness, absence and patterns** surfaced as facts, not accusations.
- ✓ **Payroll reconciles to the ledger** automatically — the register and the journal are the same number.

LABOR AGAINST SALES

By hour, one branch, one day



The gap at four in the afternoon is cover nobody needed.

Built to a standard **your IT auditor can test.**

Most systems enforce access in the application, which means a bug in one screen can expose data the screen was never meant to show. Ours is enforced in the database itself.

- ✓ **Row-level security on every table.** Your business's rows are separated in the database, not by a filter somebody remembered to write.
- ✓ **Every report runs as the person asking.** A report cannot show a row you are not permitted to see, even if it was written carelessly.
- ✓ **The AI obeys the same rules.** It runs with the asking person's permissions and has no privileged back door.
- ✓ **Permanent audit trail,** append-only, enforced by the database. Nobody — including us — can quietly remove a row.
- ✓ **Hosted in Singapore (AWS ap-southeast-1),** encrypted in transit and at rest, with your data in the region.
- ✓ **Role-based access** down to the individual action, and nobody can grant a permission they do not hold themselves.
- ✓ **Every change carries who and when.** Approvals record the person, the reason and the time, permanently.
- ✓ **Automated checks before anything ships,** including a test that one business cannot see another's data.

Claude Opus 5

THE AI LAYER

Anthropic's most capable model

LightGBM

DEMAND MODEL

Gradient boosting, backtested

PostgreSQL

THE LEDGER

Exact decimals, enforced rules

Cebu City

BUILT AND SUPPORTED

By DATCHE, since 1978

Your data is yours

Export everything, any time, in open formats. No hostage-taking, no exit fee, no proprietary lock on your own ledger.

Backed up continuously

Point-in-time recovery, so a mistake at 2pm can be undone to 1:59pm rather than to last night's backup.

We are accountable

One vendor wrote it, hosts it and answers for it. There is no chain of suppliers to escalate through.

Every action has a name on it

No shared logins and no generic accounts. An audit trail is only worth having if it can tell you who did it, and this one always can.

A lost phone is not an incident

Nothing lives on the device. Revoke a person centrally and they are out everywhere, in seconds, across every branch.

Recovery measured in minutes

Point-in-time restore, encrypted in transit and at rest. A mistake at two in the afternoon does not cost you the day.

Down to the person, the branch **and the button.**

A branch manager should see their own branch. A sales manager should see their own territory. A clerk should see orders and nothing else. In most systems that is a promise; here it is enforced in the database.

● ● ● PEOPLE & ACCESS

ROLE & WHAT THEY CAN REACH	SALES	STOCK	BUYING	PAYROLL	BOOKS	SETTINGS
Owner Every branch, every customer	●	●	●	●	●	●
Finance Controller Every branch	○	○	●	●	●	○
Sales Manager Cebu & Bohol territory	●	○	—	—	○	—
Branch Manager Mandaue branch only	●	●	○	—	—	—
Warehouse Supervisor Mandaue DC only	—	●	○	—	—	—
Sales Clerk Mandaue branch, orders only	○	—	—	—	—	—

●

 Can do it

○

 Can see it

—

 Cannot reach it

Every row is a setting you change yourselves — and nobody can grant a permission they do not hold.

Scoped to where they work

Access is set per company, per branch, per site — or any combination. Somebody can run two locations and see nothing of the third.

Custom to how you are organised

Roles are yours to define, not a fixed list we shipped. If you have area managers, night managers and a group controller, so does the system.

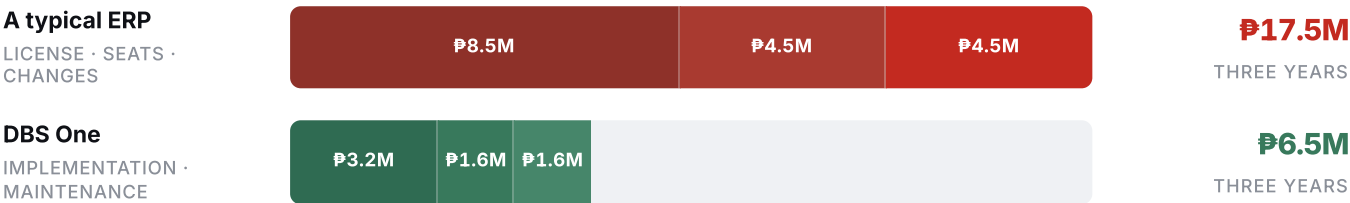
Staff who move are handled

Somebody covering another branch this week sees that branch this week — and their pay follows where they actually worked.

WHAT IT ACTUALLY COSTS

The proposal you get from anyone else **is not the whole bill.**

Every vendor names the license and the implementation. Almost none of them name the seats as you hire, the change requests after go-live, the maintenance on the license, the localization module or the servers. Those are the larger number. Here is all of it, for a 10-branch distributor, around 120 staff.



Year one · darkest

Year two

Year three

Midpoints of the ranges below, for a 10-branch distributor, around 120 staff.

THE DIFFERENCE

Roughly **₱11M kept in the business over three years** — and the gap widens every year after that, because their license renews and ours does not exist.

YEAR ONE, LINE BY LINE	A TYPICAL ERP	DBS ONE
Software license, year one	2.5M to 5.0M	None. There is no license.
User seats	Per person, per year, forever	Unlimited. Every person, no charge.
Implementation partner	1.5M to 4.0M, billed by the day	In the implementation fee, by us
Philippine tax & BIR	300k to 800k, an add-on module	Built in. It is the shape of the system.
Servers, backup, recovery	250k to 600k, plus somebody to run them	Included and hosted
Training	150k to 400k, per session, per person	Included — and the assistant teaches
Changes after go-live	400k to 1.5M in year one alone	Included in maintenance
Annual maintenance	18-22% of the license, every year	One monthly fee, that is all
Version upgrades	A project, every few years	Continuous. You are always current.

Ranges are what Philippine companies of this size are quoted. Ask any vendor to fill in the middle column themselves — in writing, for three years, with seats at your expected headcount. The exercise is short and it is usually decisive.

WHAT IT ACTUALLY COSTS

Their bill renews. **Ours does not exist.**

This is the part that decides what an ERP costs you, and it is the part that never appears in a first proposal.



- ✓ **No license, in any year.** There is nothing to renew, nothing to true up at audit, and no price rise letter in year three.
- ✓ **Hiring is free.** Fifty more people costs nothing. You will never again decide who does not get access because of what a seat costs.
- ✓ **Changes are included.** A new report, a new field, a new approval rule, a new form — part of maintenance. Other vendors quote each one of those separately.
- ✓ **Most of it lands the same day.** Twenty-four to forty-eight hours is the promise. In practice, small things are done while you are still on the phone.
- ✓ **One company, one bill.** Not a license from abroad, an implementation partner in Manila and a support contract with a third firm.
- ✓ **You are always on the current version.** No upgrade project, no re-testing your customisations, no year where you are stuck two releases behind.

Why we can do this

We wrote it, we host it and we support it. There is nobody in the middle taking a margin, so the price is the cost of our own people and nothing else.

Why they cannot

A license sold through a partner has to pay the vendor, the partner and the support firm. The change-order model is not greed; it is how that chain survives.

What that means for you

The money stays in the business, and the answer to "can we also do this?" is yes rather than a quotation.

The commercial terms are **the easiest part of this document.**

Most of what makes an ERP expensive is not the software. It is the seats, the annual renewal, and every change request after go-live.

Live in 30 days

Not a twelve-month program. We will put the date in the contract.

Unlimited users

Every clerk, supervisor, driver and accountant. Adding people costs nothing, so you never ration access to your own system.

No annual license

An implementation fee, then a monthly maintenance fee for your developer. That is the whole commercial model.

New features included

Requests and enhancements are part of maintenance, not a change order. If the business needs something, you get it.

24 to 48 hours

Tickets, bugs and requests answered and actioned within one to two working days. Not a queue in another time zone.

One vendor

We wrote every line. No reseller, no offshore implementation partner, no finger-pointing between three companies.

A typical ERP, over three years

Implementation

Support tier

Change requests

Per-seat fees

License renewal

Four of the five grow as you do.

DBS One, over the same three years

Implementation

Monthly maintenance

Two lines. Neither moves when you hire.

The same three years, **side by side.**

	A TYPICAL ERP	DBS ONE
Time to live	6 to 18 months, often longer	30 days, written into the contract
Users	Priced per seat, per year	Unlimited, included
Annual license	₱2.5M to ₱5M a year, forever	None. There is no license.
A small change	Quoted, scoped, scheduled	Same day to 48 hours, included
A new feature	A change order with a price	Included in maintenance
Philippine tax & BIR	An add-on, maintained by a third party	Built in, updated centrally
Your trade	A vertical add-on bought separately	Native, and built first
Your paper documents	Keyed in by your staff, forever	Read, checked and posted
Integration	Only where an API already exists	Anything — and paper where there is none
AI	A chatbot reading a help page	Built in, on your own ledger
The technology	Often a decade old underneath	Current, and continuously updated
Support	A reseller and a ticket queue	The people who wrote it
Upgrades	A project, every few years	Continuous, and free
Where it was built	Abroad, localized afterwards	Cebu, for Philippine trade

THE PART THAT COMPOUNDS

A per-seat license turns your own growth into a bill, and a change-order model turns every good idea into a quotation. Over three years that is usually the larger number — and it is the one nobody puts in the proposal.

Eight questions worth asking every vendor you meet.

Including us. These are the answers that separate a system you will still be glad of in three years from one you are stuck with.

01 "What does it cost when we add fifty staff?"

Per-seat pricing turns your own growth into a bill. Ours does not change — users are unlimited, on every plan.

02 "What happens when we need something changed?"

Ask whether that is a change order with a quote and a queue, or included. With us it is maintenance, answered in 24 to 48 hours.

03 "Show me a client of our size and shape, live."

Not a demo tenant with sample data. Ask what is actually running, at what scale, and since when.

04 "What about suppliers who only send paper?"

If the answer involves your staff keying it in, that cost never goes away. Ours reads it.

05 "Can a figure be traced to the entry behind it?"

Every number here opens the posted rows and the source document. Ask to see that done, live, on any screen.

06 "Who answers the phone in month seven?"

A reseller, an offshore partner, or the people who wrote it. We wrote it, we host it, and we are in Cebu.

07 "What happens if we are not live on the date you promised?"

Most ERP projects in this country run late, and the cost of that is a year, not a fee. Ask for the date in the contract. Ours is thirty days, and you see your own documents running in week two.

08 "Can we have all of our data, whenever we ask?"

Not a report — the whole database, in a standard format, on request, at no charge. If the answer is anything other than yes, you do not own your own records.

HOW TO USE THIS PAGE

Ask all eight of every vendor you speak to, in the same order, and write the answers down. Read them side by side a week later — the differences will not be subtle. Then bring this page to our walkthrough and hold us to every answer printed on it. **We put them in writing so that you could.**

WHAT THE THIRTY DAYS LOOK LIKE

No mystery, **no drift.**

WEEK 1

Your chart, your companies, your locations

We load your accounts, entities, branches, suppliers and items, and connect to your systems and devices.

WEEK 2

Opening balances and one day of paper

Balances in, and a real day of your own documents run through capture in front of you.

WEEK 3

Your people, on the system

Roles, approvals and training — with the assistant answering “how do I...” from day one.

WEEK 4

Live, with us in the room

You trade on it. We are on site and on call, and the first close happens with our team beside yours.

DATCHE

Expert Business Solutions

New DATCHE Philippines Traders Corporation

Trading in Cebu since 1978. DBS One is built, installed and maintained by the same company — there is no reseller, no offshore partner and no third party between you and the people who wrote it.

48

YEARS TRADING

Cebu City, since 1978

In the room

AT GO-LIVE

We implement it ourselves, on site

24-48

HOURS TO A REPLY

Answered by the people who built it

Bring one day of your own paper.

We will read it in front of you, post it, and show you the figures that come out the other side. That is the whole demo.



SCAN FOR LOCATION

M. Velez Street, Guadalupe
Cebu City, 6000 Cebu

Book a walkthrough

dbstone.com

inquiry@datchephils.com

(032) 255 6416

DATCHE
Expert Business Solutions

Keeping Philippine businesses running since 1978